

LUM

HANOI

# AMBASSADORS OF LIGHT

---

CapitaLand  
Development



# ABOUT CAPITALAND

---

HELLO



WE ARE CAPITALAND

ONE OF ASIA'S  
LARGEST

DIVERSIFIED REAL ESTATE GROUP

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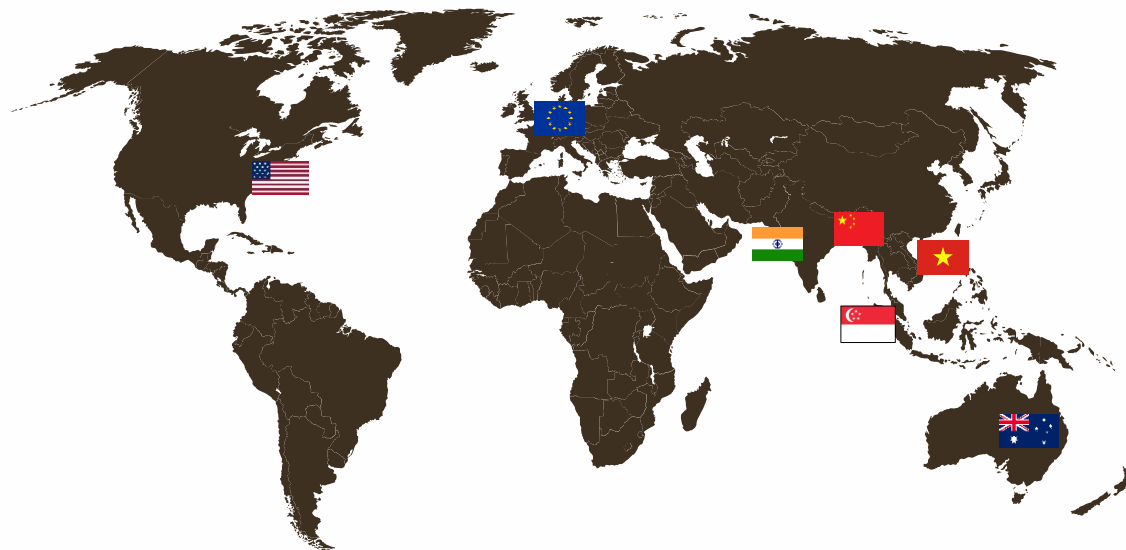
HEADQUARTERED IN  
**SINGAPORE**



# ABOUT CAPITALAND GROUP



COUNTRIES 40 260 CITIES

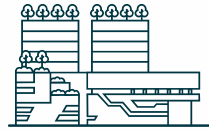


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# ABOUT CAPITALAND GROUP



- CapitaLand's **portfolio spans across diversified real estate classes** which includes:



Integrated developments, retail, office, lodging, residential and new economy sectors such as business park, industrial, logistics and data centers.



- Vietnam** is one of the **core markets** for CapitaLand Development.

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# ABOUT CAPITALAND GROUP



## RESIDENTIAL



## COMMERCIAL



## LODGING



citadines



Oakwood



somerset

FOX  
HOTELS

HARRIS  
HOTELS

*The Crest Collection*

THE UNLIMITED  
COLLECTION

PRÉFÉRENCE  
HOTELS

Vertu  
HOTELS

YELLO  
HOTELS.COM

pop!  
HOTELS

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# CAPITALAND GROUP

# NOTABLE PROJECTS

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# Jewel Changi

*Changi Airport, Singapore*

Integrated Project





# The Interlace

*Deport Road, Singapore*

Residential Project





# CanningHill Piers

*Farrer Road, Singapore*

Integrated Project





# One Pearl Bank

*Pearl Bank, Singapore*

Residential Project





CapitaLand  
Development

# J'den

*Jurong East, Singapore*

---

Residential Project



# Raffles City

*Chongqing, China*

---

Integrated Project





# Raffles City

Hangzhou, China

Integrated Project



Citadines

New York, USA

Lodging

citadines  
CONNECT

15 W





# La Clef Tour Eiffel (by The Crest)

*Paris, France*

---

Lodging

LA CLEF  
CHAMPS-ELYSEES



# CAPITALAND DEVELOPMENT VIETNAM



ONE OF THE MOST  
**TRUSTWORTHY**  
DEVELOPERS IN VIETNAM

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# ABOUT CAPITALAND DEVELOPMENT



## INTERNATIONAL EXPERTISE



## TRUSTED



## RESPONSIBLE

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# DISTINGUISHED AWARDS



PropertyGuru Vietnam Property Awards 2023, Mr Ronald Tay (right side) received “VPA Best Developer (Vietnam)” award.

58 PropertyGuru Awards for  
CapitaLand Vietnam (since  
2015)

whereas

53 PropertyGuru Vietnam  
Property Awards (VPA)

05 PropertyGuru Asia Property  
Awards (APA)





# THE PIONEER

## OF VIETNAM'S REAL ESTATE MARKET

---

01 <sup>—</sup>Mall

02 <sup>—</sup>Integrated  
Developments

17 <sup>—</sup>Residential  
Developments

>16,000 <sup>—</sup>Apartments  
\*including units under development

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# OUR JOURNEY IN VIETNAM

Celebrating Our **30** Year Journey in 2024



# CAPITALAND DEVELOPMENT VIETNAM



— **1994**

- Started construction of: Meritus Westlake Hanoi (Pan Pacific Hanoi) & Hanoi Tower
- Somerset West Lake

— **1996**  
- 1997

- Somerset Chancellor Court
- Somerset Ho Chi Minh City

— **2006**  
- 2007

Opened 1st  
CapitaLand Office in  
HCMC

- The Vista

— **2008**  
- 2010

Opened 2nd  
CapitaLand Office  
in Hanoi

— **2013**  
- 2015

- PARCSpring
- Vista Verde
- The Krista
- Seasons Avenue

— **2016**  
- 2018

- Kris Vue
- Feliz en Vista
- D1mension
- d'Edge Thao Dien
- D2eight
- De La Sol
- Somerset Central TD Hai Phong
- Somerset West Point Hanoi
- Citadines Bayfront Nha Trang
- Citadines Blue Cove Da Nang

— **2019**  
- 2024

- Somerset Feliz
- Define
- Heritage West Lake
- Zenity
- Sycamore
- Lumi Hanoi



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# d'Edge

*District, HCMC*

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Residential Project





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# Feliz en Vista

District 2, HCMC

Residential Project





# De La Sol

*District 4, HCMC*

---

Residential Project



# Zenity

*District 1, HCMC*

---

Residential Project





# DEFINE

*District 2, HCMC*

---

Residential Project





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# Seasons Avenue

*Ha Dong district, Hanoi*

Residential Project



SEASONS  
AVENUE



# Heritage West Lake

*Tay Ho district, Hanoi*

Residential Project



173 <sup>—</sup>Exclusive units

Avg. 5,500 <sup>—</sup>USD/ sqm



# SOHO Heritage West Lake

*Tay Ho district, Hanoi*

Small Office Home Office

boutique

Jewelry

HERITAGE  
WEST LAKE

Coffee Shop



202 <sup>—</sup>Units

Pioneering a work-life blended lifestyle in Hanoi





# A SUSTAINABLE DEVELOPER

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# SUSTAINABLE VISION

## Core Values

Winning Mindset

Enterprising

Respect

Integrity

We create great customer value and experiences through high-quality products and services.



For our  
**CUSTOMERS**

We deliver sustainable shareholder returns and build a strong global network of capital partners.



For our  
**INVESTORS**

We develop high-performing people and teams through rewarding opportunities.



For our  
**PEOPLE**

We care for and contribute to the economic, environmental and social development of communities.



For our  
**COMMUNITIES**

SUSTAINABILITY  
VISION

# SUSTAINABILITY AT THE CORE

**SGD\$ 50 million**

CapitaLand Innovation Fund for  
sustainability & new technology

**78%**

of our portfolio (by sqm) have  
green ratings and certifications

**9 projects**

are green certified



BCA GREEN MARK



ENRICHING LIVES,  
UPLIFTING COMMUNITIES

---





0.5%   
Net Profit

6,000   
Volunteer hours

>750   
Staff Volunteers

05   
Hope Schools  
\*including 1 under development

>1,400   
Students/ year

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COMMITTED TO CONTRIBUTE TO  
THE WELL-BEING OF COMMUNITIES &  
LONG-TERM ECONOMY

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# BRAND STORY

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LUM

HANOI

Our story begins...



# LIGHT IS...

LUM  
HANOI



LIFE



HOPE



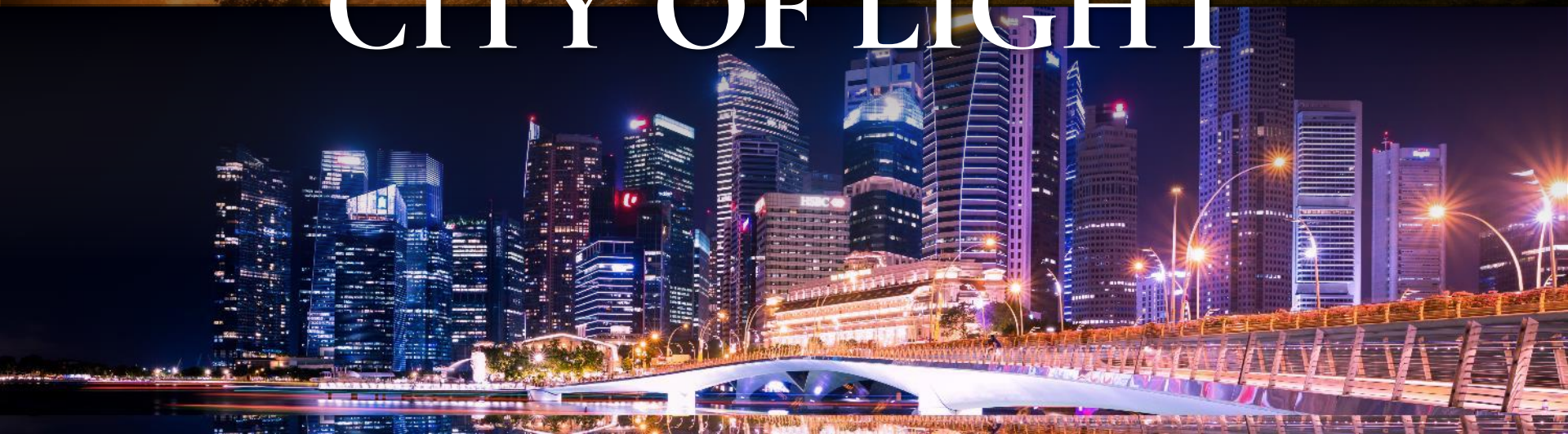
BEGINNING



LUM

HANOI

# CITY OF LIGHT





# CITY OF LIGHT IS A PLACE OF...

LUM  
HANOI





When light meets architecture...



LUMI

HANOI





LUM

HANOI



Symbolize radiance and warmth as the sun's brilliance.

Reflect CapitaLand's dedication to curating  
a vibrant and glowing new community

LUMI

HANOI

A RADIANT WAY OF LIVING

BỪNG CHẤT SỐNG RẠNG NGÔI



# PROJECT OVERVIEW

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LUM

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# PROJECT OVERVIEW



Tay Mo Ward,  
Nam Tu Liem District, Hanoi



>100 exclusive facilities



9 towers  
29 – 35 floors



~ 4.3 ha Landscape



Land area: 5.6 ha



Fully-finished



~ 3,950 units



Commencement: Q4 / 2023  
Est. Handover (Phase I): 2026

# IN A JOINT VENTURE WITH



Since 1937

Mitsubishi Estate Co., Ltd., is a leading creator of urban change through the development of real estate. As part of the ongoing commitment to achieve sustainable growth, Mitsubishi strives to create new value in Japan and overseas under the brand slogan  
“A Love for People, a Love for the City.”



Since 1960

Far East Organization is one of the largest private property developers in Asia, with a growing reputation for building innovative and functional spaces and providing enriching experiences and value for its customers.

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# DISTINGUISHED AWARDS







# STRATEGIC LOCATION

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# LIFESTYLE SHIFT FROM CONGESTED CITY



45% buyers

want to move to less  
crowded area



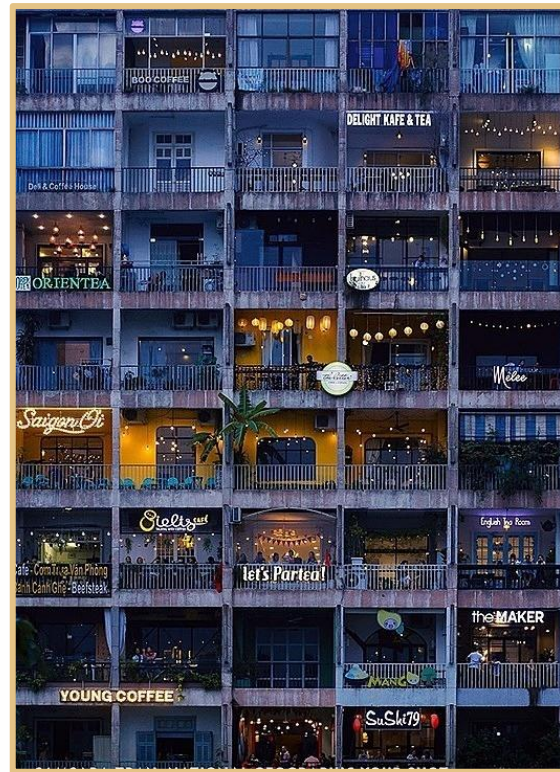
61% buyers

want more green space



53% buyers

want to be near  
public transport



Source: Batdongsan.com.vn

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# TOWARD A MORE SUSTAINABLE LIVING ENVIRONMENT

LUMI  
HANOI



More greenery



Better Air Quality



More Space for Kids



Uplifted Community



\_\_\_\_ DYNAMIC \_\_\_\_  
CONNECTIVITY HUB  
OF HANOI

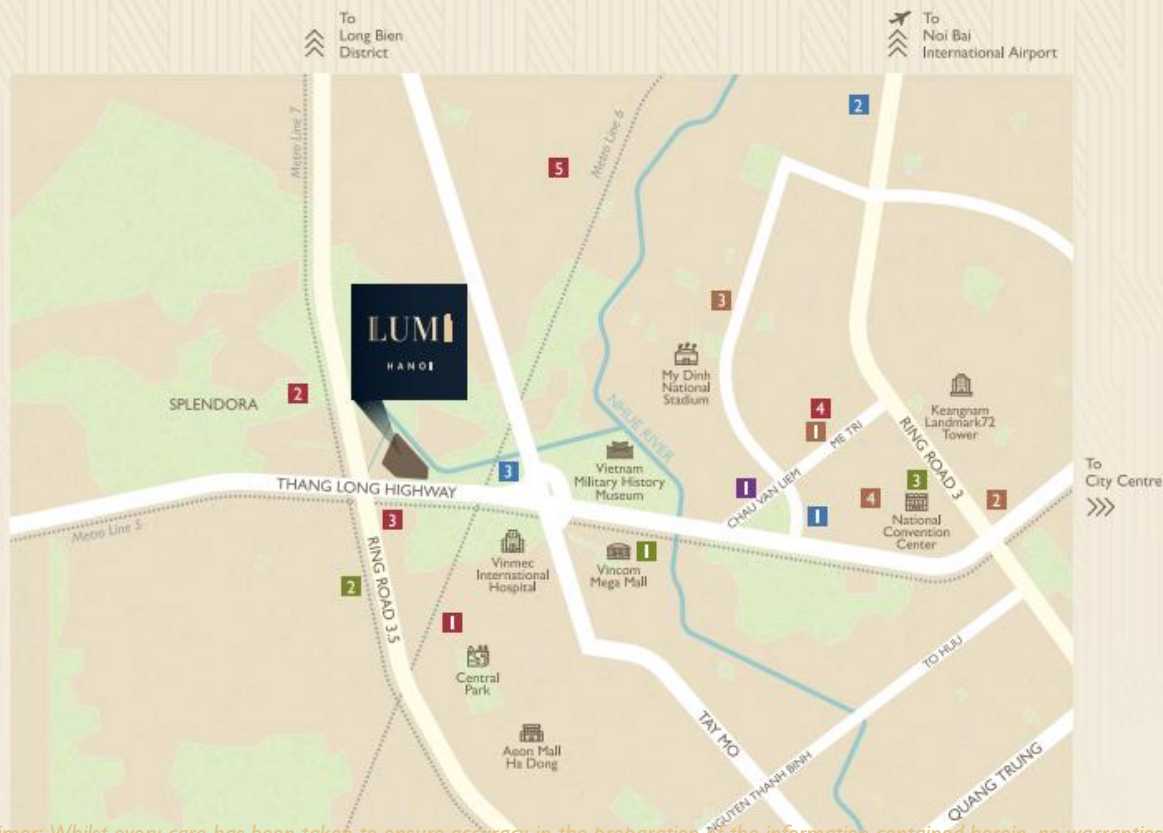
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LUM

HANOI

# SEAMLESS ACCESS TO MAJOR HUBS OF HANOI

LUM  
HANOI



Kết nối trực tiếp  
Đại Lộ Thăng Long và Đường vành đai 3.5

Direct access to  
Thang Long Highway & Ring Road 3.5



8 phút đến trung tâm của  
phía Tây Hà Nội

8 mins to the center of  
the West of Hanoi



25 phút đến  
khu trung tâm thành phố

25 mins to  
the CBD



40 phút đến  
sân bay Quốc tế Nội Bài

40 mins to  
Noi Bai International Airport

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A place for **new generation's** lifestyle



Seamless **Connectivity**



Well-planned **Amenities**



**Convenience** at the  
doorstep



# SEAMLESS CONNECTIVITY

Upgraded Infrastructure connecting to CBD and surrounding office, administrative center of the West



Thang Long Avenue



Ring Road 3.5 Intersection



Future Metroline 5, 6, 7

# WELL-PLANNED AMENITIES

Well-planned Amenities  
to meet high living  
standards of the new  
generation.



04 Green Parks + 01 Artificial Beach



07 Local & International Schools



03 Shopping Malls

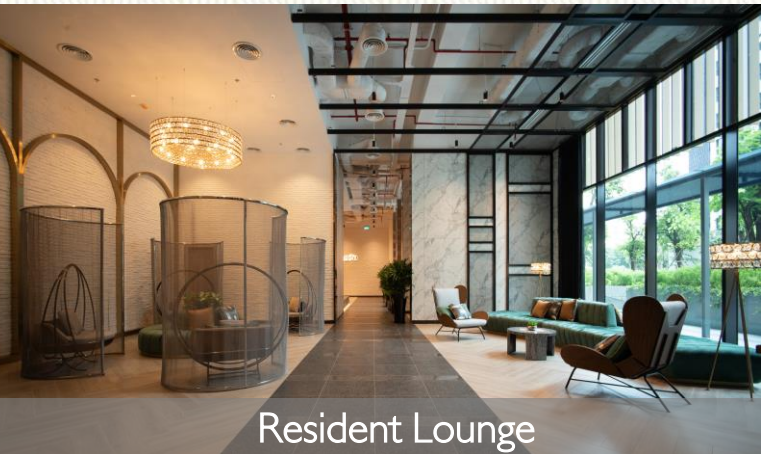


International Hospital with 500 beds



# CONVENIENCE AT THE DOORSTEP

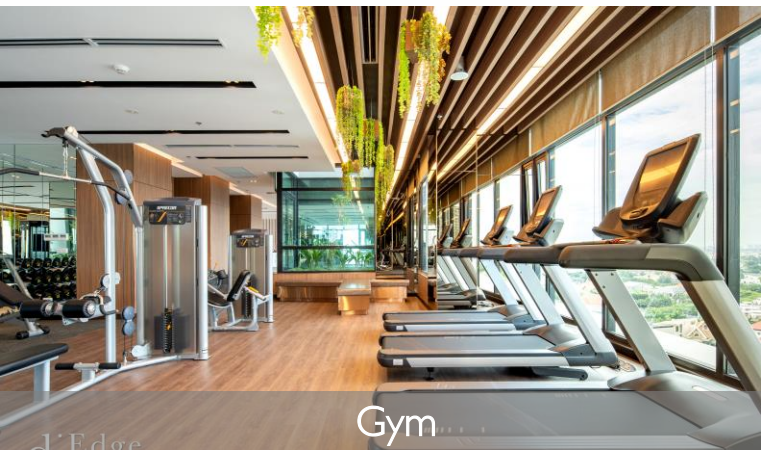
LUMI  
HANOI



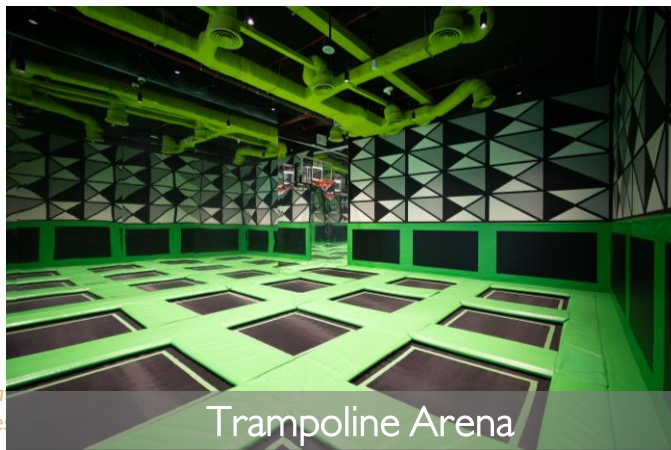
Resident Lounge



Cigar Lounge



Gym



Trampoline Arena

Immediate Amenities  
within a few steps  
to enjoy life to the fullest

*CapitaLand projects  
actual handover photos*



# DESTINATION FOR A VIBRANT LIFESTYLE

LUMI  
HANOI

Full of Enthusiasm



Full of Happiness



Full of Relaxation





# WORLD-CLASS DEVELOPMENT TEAM

LUM

HANOI

# WORLD CLASS PARTNERS | TOP-NOTCH ARCHITECTS



Architecture Consultant  
- International



Landscape Consultant  
- Singapore



# JEAN-FRANÇOIS MILOU, LEAD ARCHITECT

Founded studioMilou in 1988.

Jean-François Milou is honored  
with Knight of the Order of  
Merit by France in 2018.

studioMilou is famous for  
revitalizing historical & landmark  
buildings.



# STUDIOMILOU, NOTABLE PROJECTS

LUM  
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**A Canyon of Columns, Singapore**  
*residential*

Integrate the residences within 2 organic 'forests',  
evoking the flow of water & mineral cliffs



# STUDIOMILOU, NOTABLE PROJECTS

LUM  
HANOI



**A Ring of Peace, 29/3 Park, Da Nang**  
*landscape*

The project aims to create a signature monument celebrating the liberation of the city, which is visible from the sky when taking off from Da Nang airport



# STUDIOMILOU, NOTABLE PROJECTS

LUM  
HANOI



Thu Thiem Opera House, HCMC  
*architecture competition*

The rise and fall of the roofing evoke movements of water,  
wind, sails, and traditional fishing nets.

# DISTINGUISHED INTERIOR DESIGN TEAMS



ID Consultant - Singapore



ID Consultant - Singapore

# SUMISURA, INTERIOR DESIGN

LUM  
HANOI

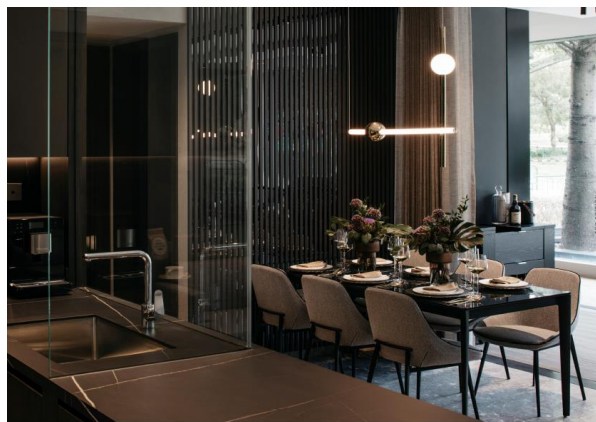
Conceived in 2009, SuMisura is known for her glamorous, haute couture show flats, mirroring iconic Milan fashion brands.





# 2ND EDITION, INTERIOR DESIGN

LUM  
HANOI



With refined craftsmanship and keen design aspiration, 2nd Edition deliver elegantly conceptualized products where beauty is a harmonious balance of authenticity, style and functionality.



From a conceptual sketch to reality...



A skybridge undulating within a  
spectacular public promenade...

A concept sketch by Ar. Jean-François.





....leading to multiple gardens of shadows and light.

A concept sketch by Ar. Jean-François.

LUM

SIGNATURE



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LUM

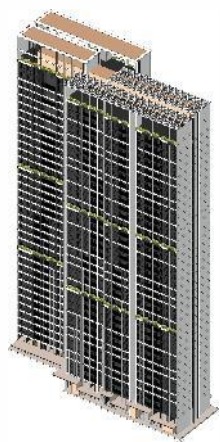
HANOI



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# FAÇADE DESIGN

The façade was thoughtfully curated to break the monotony  
and enhance privacy.

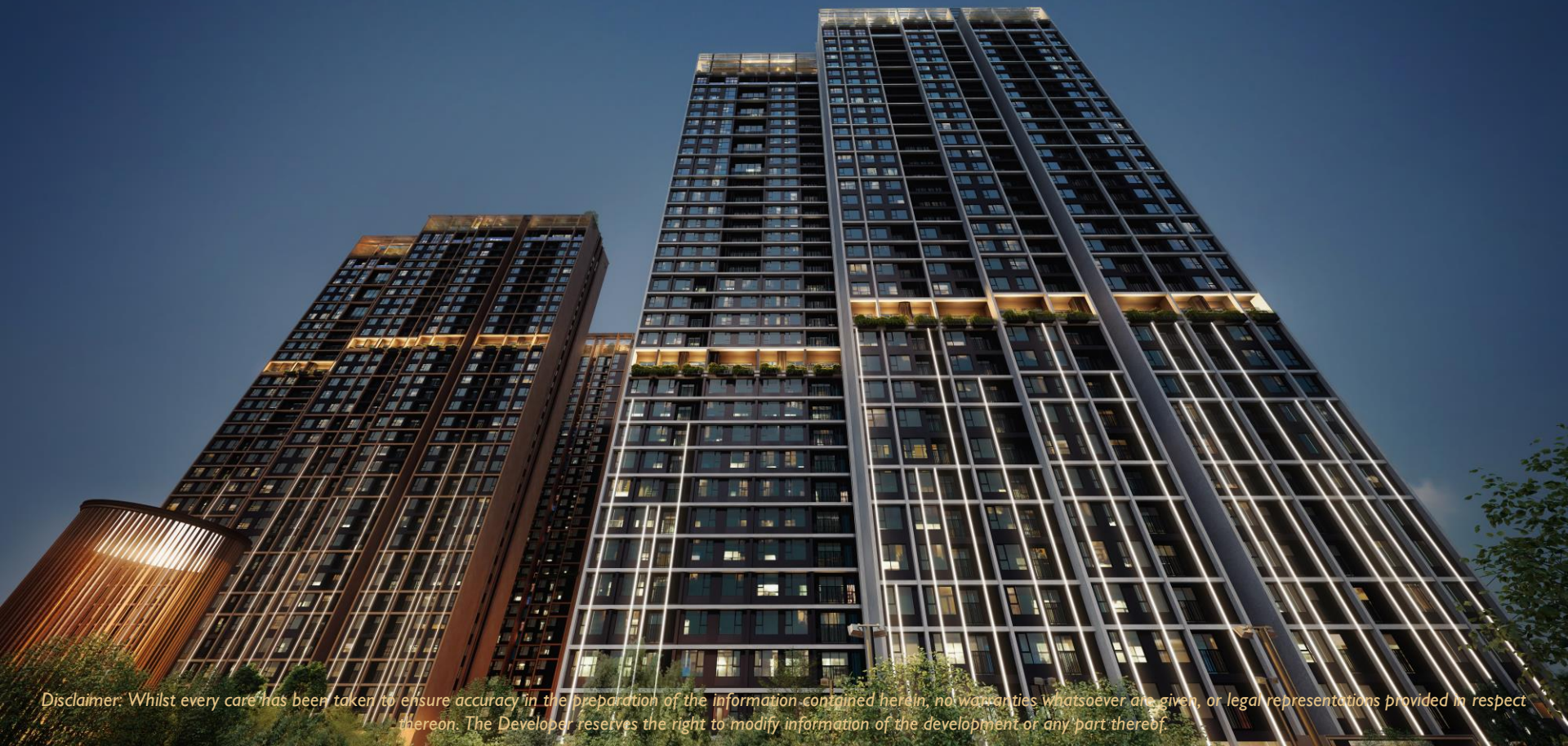


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# LUM

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An architectural rendering of a modern high-rise residential complex, LUM Hanoi, featuring two prominent towers with a grid-like facade of windows and balconies. The scene is set at sunset, with a warm orange and yellow sky. The foreground shows lush green landscaping with trees and a winding path. In the background, a body of water and distant hills are visible under the twilight sky.

# LUM

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# LANDSCAPE DESIGN

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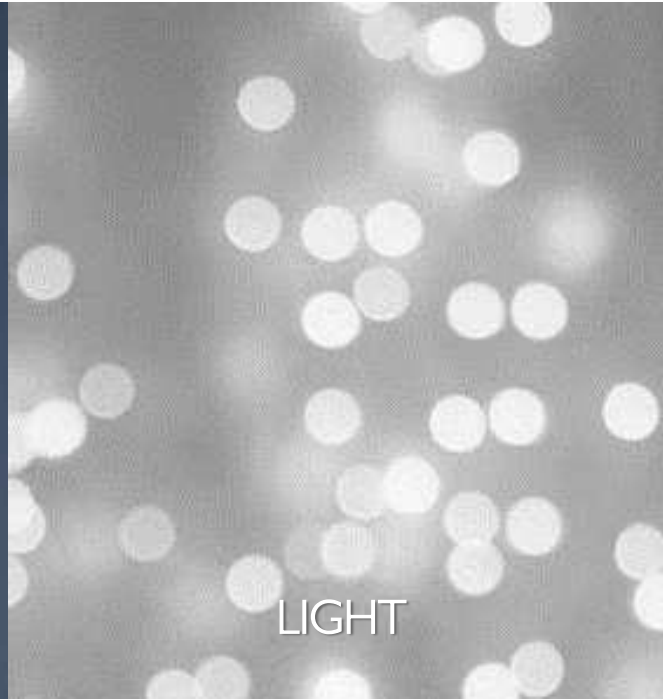
# LANDSCAPE CONCEPT

Inspiration taken from the celestial wonders of  
The sun, moon, auroras, and stars as natural sources of illumination.

LUNA  
Tranquil



LIGHT



SOLE  
Radiant





# LANDSCAPE CONCEPT

LUM  
HANOI

LUNA  
Tranquil

Silvery  
Stylish  
Modern



SOLE  
Radiant

Warm  
Bright  
Joyous

Lưu ý: Chúng tôi rất cần trọng trong việc chuẩn bị tài liệu này, tuy nhiên chúng tôi sẽ không đảm bảo tính chính xác hoặc không chịu trách nhiệm pháp lý cho bất kỳ thông tin và các đặc điểm kỹ thuật này. Chủ đầu tư có quyền thay đổi thông tin và các đặc điểm kỹ thuật này. The Developer reserves the right to modify information of the development or any part thereof.

# FLORA SELECTION | DIVERSE & NATIVE

LUM  
HANOI

SOLE  
Tropical  
Coastal  
Colorful



LUNA  
Silvery  
Cool  
Light

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# LANDSCAPE CONCEPT | A GREEN LUNG WITHIN



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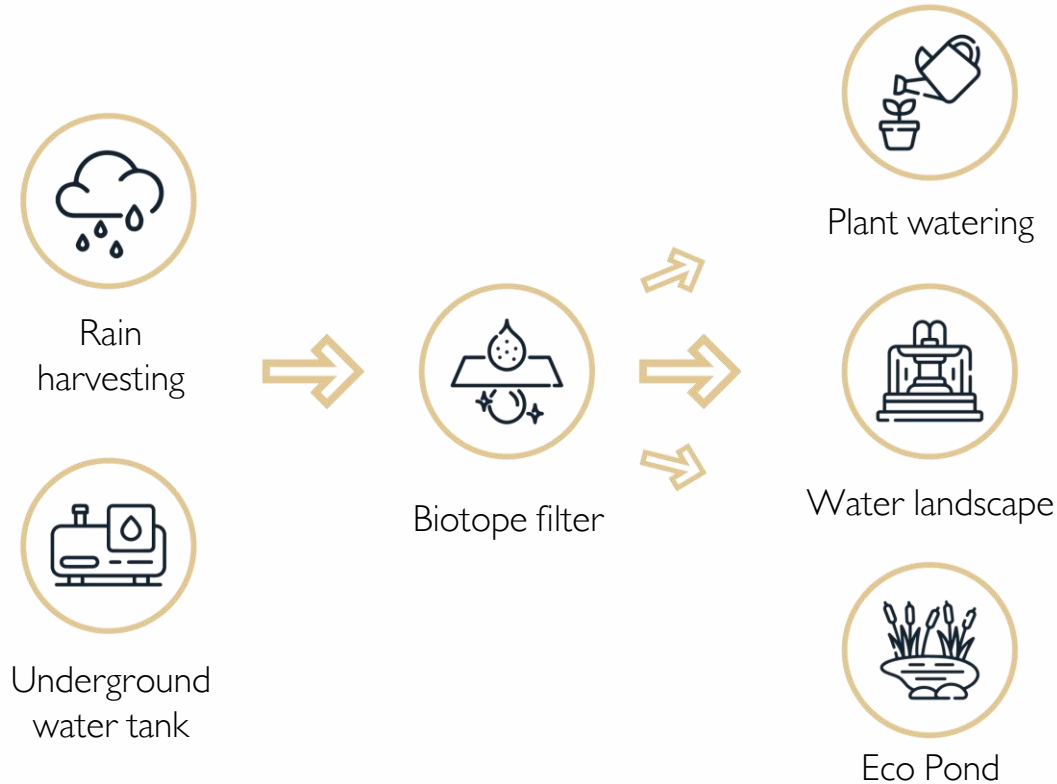
# SURROUNDING GREEN SPACE



5 ha Future  
Green Park

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# RAINWATER HARVESTING & RECYCLING





# EXCLUSIVE FACILTIES

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# A COLLECTION OF 80 TOP-NOTCH FACILITIES

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# 80 COMPREHENSIVE & EXCLUSIVE FACILITIES



2.4 ha reserved for  
landscape & greenery,  
with a collection of  
80 comprehensive &  
exclusive facilities.

# 80 COMPREHENSIVE & EXCLUSIVE FACILITIES



## 38 OUTDOOR FACILITIES

200m Tree Top Promenade

Outdoor Cinema

Pet Park



## 27 INDOOR FACILITIES

Grand Lobby & Reception

Party House

Co-working Space

Trampoline

Cigar Lounge



## 12 SPORT FACILITIES

Multi-purpose courts

2 Gyms

3D Golf



## 3 OUTDOOR POOLS

Sole Pool

Luna Pool

Kids Adventure Waterplay



TREETOP PROMENADE

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## MULTI-PURPOSE COURTS

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SOLE GRAND ENTRANCE

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# CAPITALAND'S PROJECTS ACTUAL HANDOVER

LUM

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# Feliz en Vista

*District 2, HCMC*

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Sky Walk

Actual Handover





CapitaLand  
Development

# Zenity

District 1, HCMC

Party House

Actual Handover





# De La Sol

District 4, HCMC

Alto Lobby

Sinh Alto  
Actual Handover

ALTO

DE LA SOL  
Live to the Best



# De La Sol

District 4, HCMC

Sync Space

Actual Handover





# De La Sol

District 4, HCMC

## Maestro Junior Room

Actual Handover





# PRODUCT INTRODUCTION

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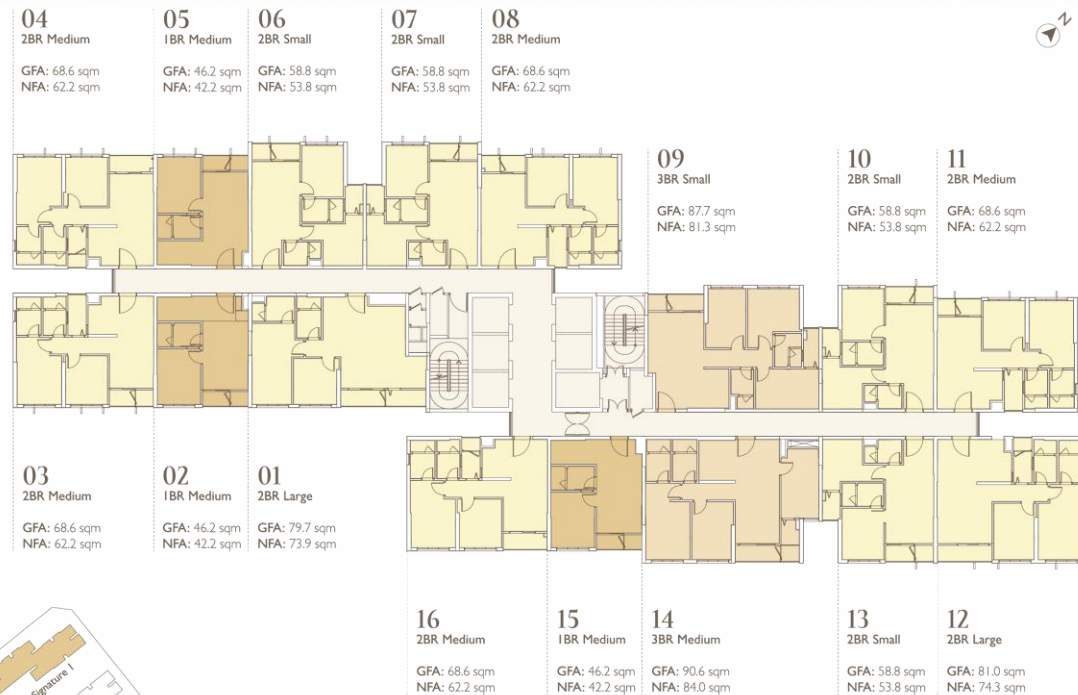
# LUMI SIGNATURE | TYPICAL UNITS

Unit Types	NFA
1BR	~ 42.2 sqm
2BR	~ 53.8 – 74.3 sqm
3BR	~ 81.3 – 117.8 sqm
DUPLEX	~ 193.2 – 211.7 sqm
PENTHOUSE	~ 368.3 – 377.0 sqm

# LUMI SIGNATURE | TYPICAL FLOOR

**SIGNATURE 1, 3:**  
Floor 2-12, 14-17

**SIGNATURE 5:**  
Floor 2-17

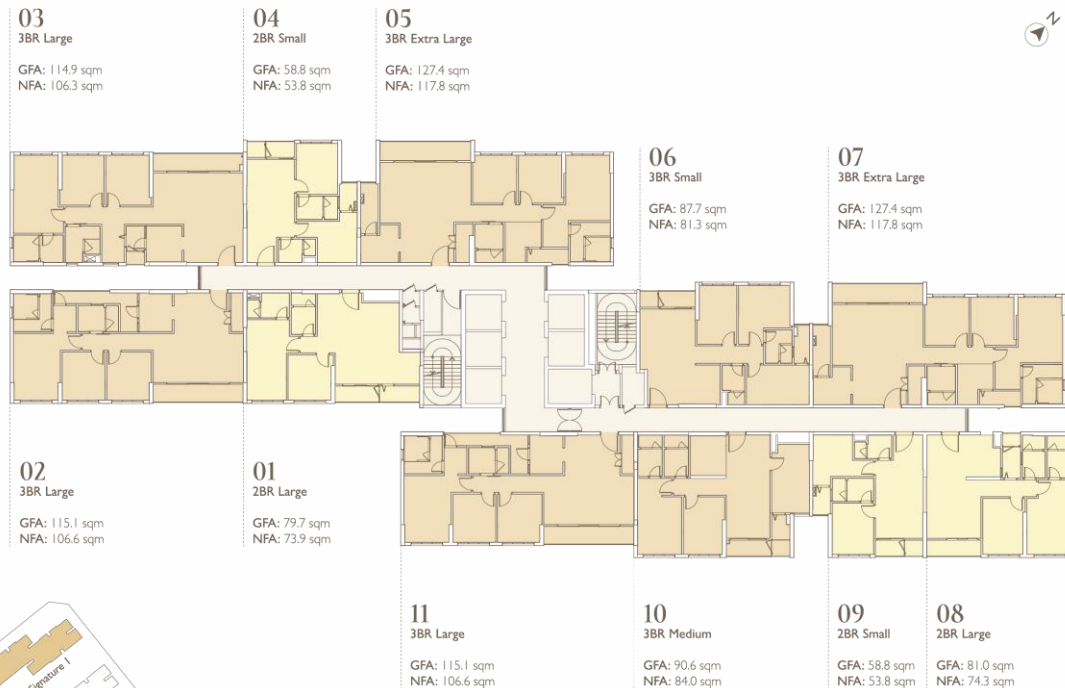


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# LUMI SIGNATURE | TYPICAL FLOOR

**SIGNATURE 1, 3:**  
Floor 18, 19, 21-24

**SIGNATURE 5:**  
Floor 18, 19, 21, 22, 24-27



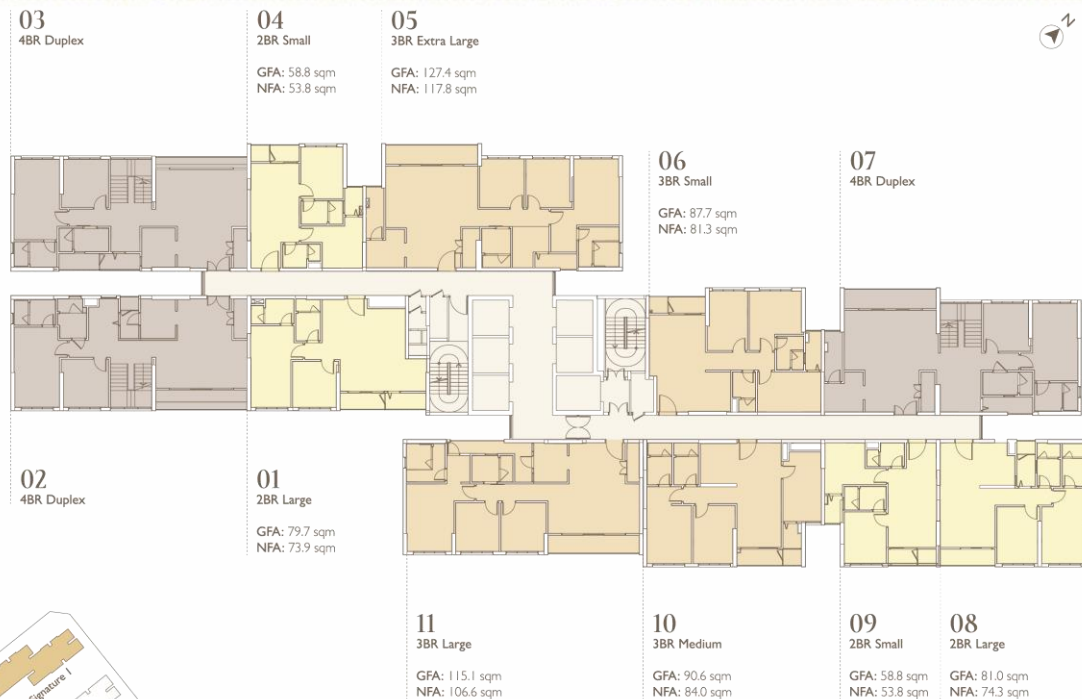
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# LUMI SIGNATURE | TYPICAL FLOOR

**SIGNATURE 1, 3:**  
Floor 25, 27, 29, 31, 33

**SIGNATURE 5:**  
Floor 28, 30, 32



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# LUMI SIGNATURE | TYPICAL FLOOR

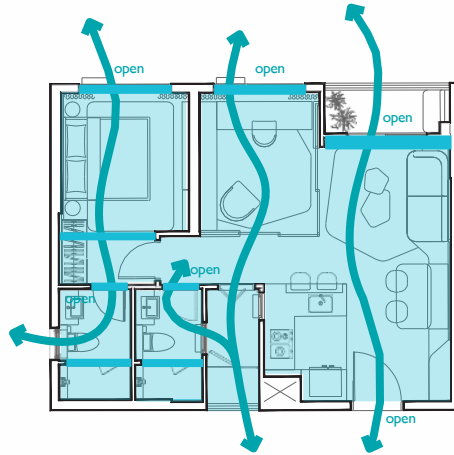
**SIGNATURE 1, 3:**  
Floor 13

**SIGNATURE 5:**  
Floor 23

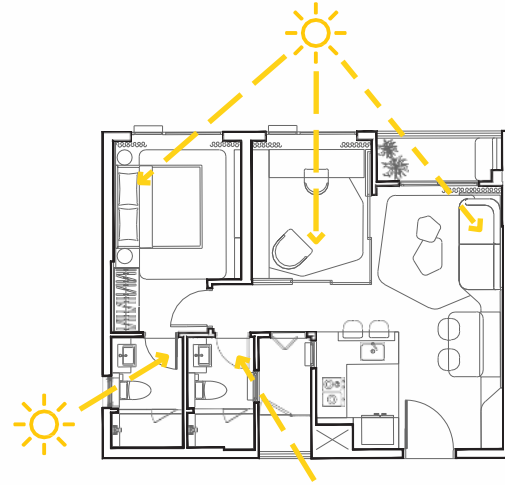


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# NATURAL VENTILATION & LIGHT



Natural Ventilation



Natural Light

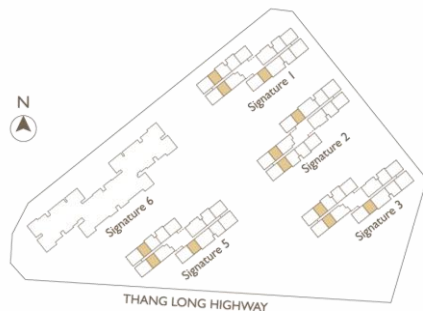
*Disclaimer: for sample only, not actual unit layout*

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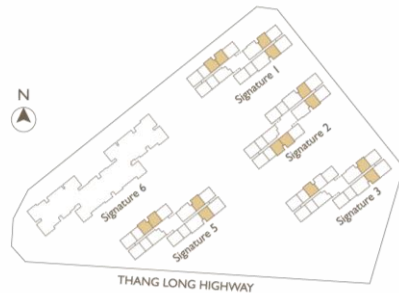
# LUMI SIGNATURE | TYPICAL UNIT

Unit type	1 BR MEDIUM
GFA	46.2 m2
NFA	42.2 m2



# LUMI SIGNATURE | TYPICAL UNIT

Unit type	2BR SMALL
GFA	58.8 m <sup>2</sup>
NFA	53.8 m <sup>2</sup>



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# LUMI SIGNATURE | TYPICAL UNIT

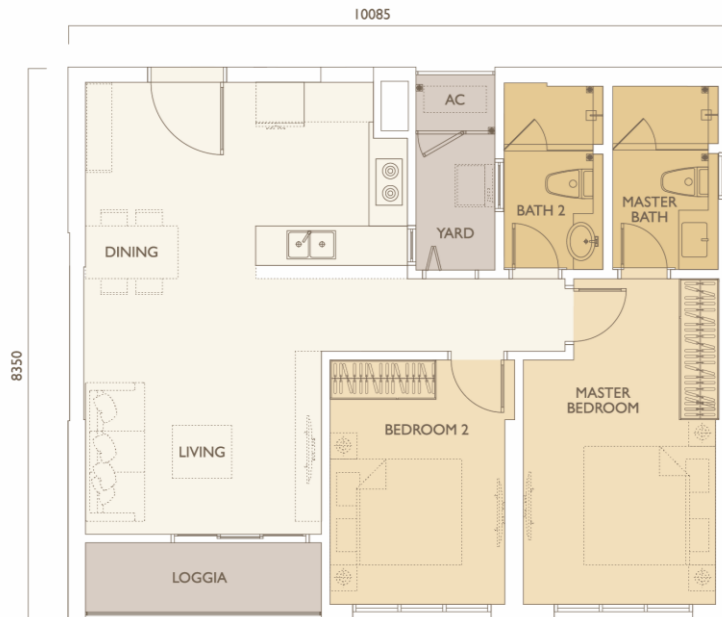
Unit type	2BR MEDIUM
GFA	68.6 m2
NFA	62.2 m2





# LUMI SIGNATURE | TYPICAL UNIT

Unit type	2BR LARGE
GFA	81.0 m2
NFA	74.3 m2



# LUMI SIGNATURE | TYPICAL UNIT

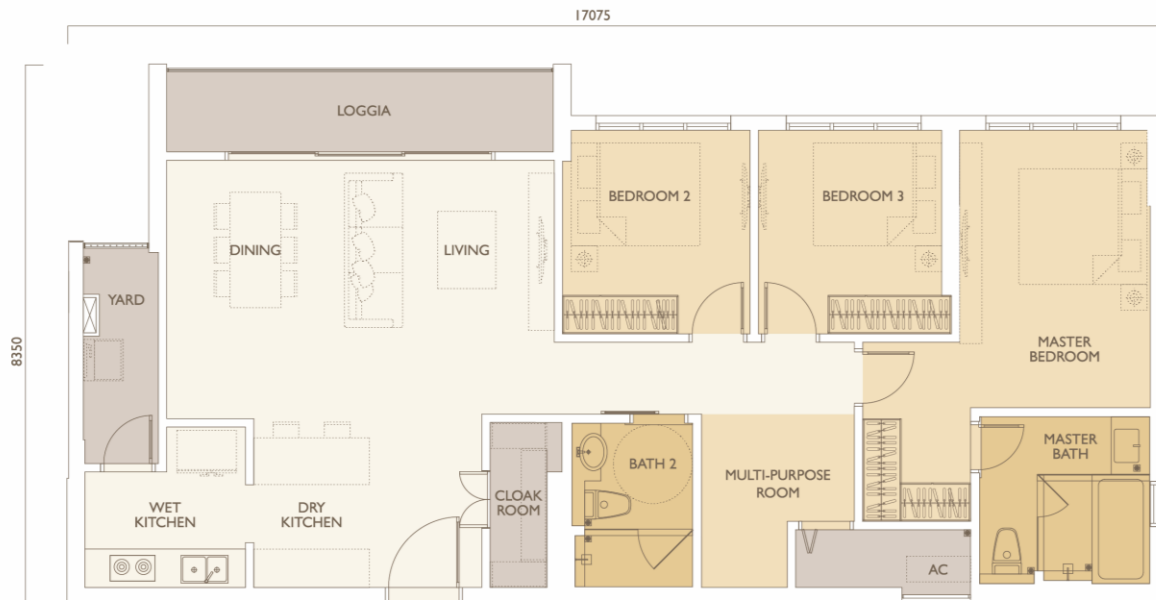
Unit type	3BR SMALL
GFA	87.7 m <sup>2</sup>
NFA	81.3 m <sup>2</sup>



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# LUMI SIGNATURE | TYPICAL UNIT

Unit type	3BR EXTRA LARGE
GFA	127.4 m <sup>2</sup>
NFA	117.8 m <sup>2</sup>



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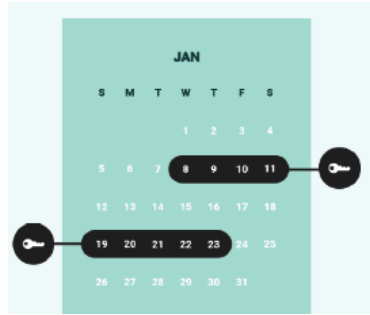


# LUMI SIGNATURE | EXPECTED HANDOVER CONDITION

Provision	Standard Fully-finished
Floor	Living & Dining, Bedrooms: Laminated Timber Others: Tiles
Wall	Emulsion Paint
Door	Main Door: Fire Rated, Laminate Finish Other Doors: Melamine Finish Smart Lock: <b>IGLOOHOME</b> or equivalent
Wardrobe (Bedrooms)	Quality Cabinets With Melamine Finishes
Kitchen Cabinet	Quality Cabinets With Melamine Finishes Solid Surface Countertop
Kitchen Appliances	Hood, Hob: <b>TEKA</b> or equivalent
Sink & Faucet	<b>TEKA</b> or equivalent
Sanitary Wares & Fittings	<b>INNOCI</b> or equivalent
Air Conditioner	Inverter 2-way AC: <b>PANASONIC, TOSHIBA</b> or equivalent
Switch & Sockets	<b>HAGER</b> or equivalent

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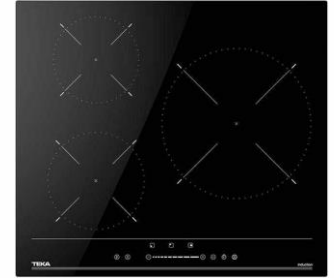
# EXPECTED APPLIANCE BRANDS



igloohome

## Smart Lock

- Easy access via smartphone
- Provide guest entry anywhere, anytime
- Set password expiry time for security



## Kitchen Appliances

- Hob & Hood
- Sink & Faucet

# EXPECTED APPLIANCE BRANDS

**innoci®**  
L i f e s t y l e



## Bathroom Appliances

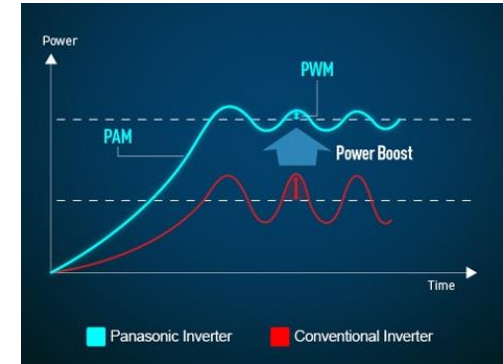
Inheriting the spirit of German exquisite craft & professional excellence, Innoci never compromises on quality, comfort & health.



**Panasonic**  
ideas for life

## 2-way Inverter Air-conditioner

- Fast cooling upon startup
- Quiet operation
- Energy-saving







# UNIQUE SELLING POINTS

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LUM

HANOI

4+6

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REASONS  
WHY TO CHOOSE LUMI HANOI

LUMI

HANOI

# WE PROVIDE NOT ONLY...

LUMI

HANOI

- 01 | **TRUST-WORTHY INTERNATIONAL DEVELOPER**  
In-depth **Expertise** · Long-term **Commitment** · **Customer-focused**
- 02 | **GLOBAL DEVELOPMENT TEAM**  
Adhering the highest standards in **Architecture, Landscape & Design**
- 03 | **SEAMLESS CONNECTIVITY**  
**3** Future **Metrolines** · New **Administration & Office** center · **Amenities** at the doorstep
- 04 | **SUSTAINABILITY**  
**Built to last** · **Wellness** at the core · **PropertyGuru Awards**



## ... BUT ALSO OFFER

LUMI

HANOI

- 01 | GATED COMMUNITY  
Privacy & Security
- 02 | EXCLUSIVE & COMPREHENSIVE FACILITIES  
80 dedicated facilities for a vibrant lifestyle, ~5,000 sqm retail
- 03 | REDESIGN TO REFINE UNIT LAYOUT FOR FUNCTIONAL & OPTIMAL USE  
Low density · Spacious unit size · Unique design features
- 04 | 5HA GREEN PARK AT THE DOORSTEP  
Surrounded by air-filtering green space
- 05 | FLEXIBLE PAYMENT SCHEMES  
Pay only 50% before handover
- 06 | PARKING PROVISION  
> 80% Overall Car Park ratio



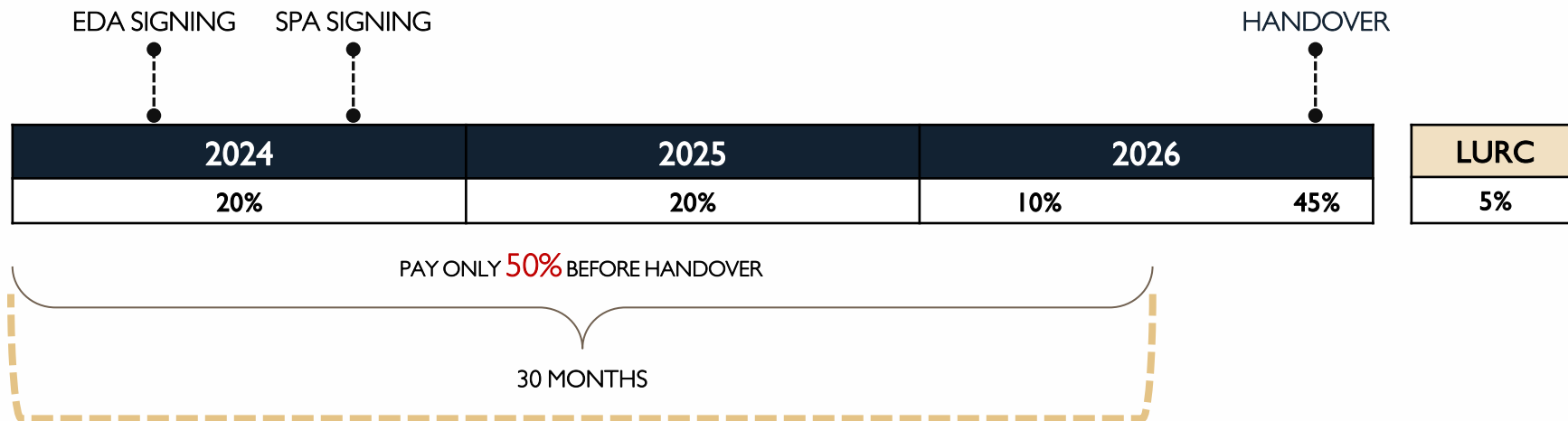
# PAYMENT SCHEME

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LUM

HANOI

# EST. STANDARD PAYMENT SCHEME (30 months)





# BOOKING INFORMATION | THÔNG TIN TÀI KHOẢN ĐẶT CHỖ

LUM  
HANOI

Tên tài khoản   Beneficiary's Name:	CÔNG TY TNHH THƯƠNG MẠI VÀ PHÁT TRIỂN KINH DOANH ÁNH SAO
Số Tài Khoản   Account Number:	119002938220
Tại Ngân Hàng   Beneficiary Bank:	Ngân hàng Thương mại Cổ phần Công Thương Việt Nam - Chi nhánh TP Hà Nội
Địa chỉ   Address:	06 Ngô Quyền, Hoàn Kiếm, Hà Nội
SWIFT CODE:	ICBVVNVX106
Nội dung   Transfer Note:	TEN KH_ DAT CHO CAN HO LUMI HANOI_TEN DAI LY (viết tắt, ví dụ: CREMCO → CR)



1 ID CAN HAVE  
MAXIMUM 2 BOOKINGS

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LUM

HANOI

THANK YOU

A PROJECT BY

Cap/taLand  
Development